

Message Text

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PAGE 01 STATE 216272

20

ORIGIN EB-07

INFO OCT-01 ARA-10 ISO-00 /018 R

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R 192241Z SEP 75

FM SECSTATE WASHDC

TO AMEMBASSY BUENOS AIRES

AMEMBASSY GEORGETOWN

AMEMBASSY MONTEVIDEO

AMEMBASSY SAN JOSE

AMEMBASSY SANTO DOMINGO

UNCLAS STATE 216272

FOLLOWING REPEAT STATE 216272 ACTION ASUNCION BOGOTA
BRASILIA CARACAS GUATEMALA LA PAZ LIMA MANAGUA MEXICO
PANAMA QUITO RIO DE JANEIRO SAN SALVADOR SANTIAGO
TEGUCIGALPA 11 SEPT 75.

QUOTE

UNCLAS STATE 216272

E.O. 11652: N/A

TAGS: EAIR, BEXP, US, XM

SUBJECT:CIVAIR: BOEING 737 AIRCRAFT

1. BOEING HAS ASKED DEPT ASSISTANCE IN COUNTERING SALES
PROPOSALS OF FOKKER F-28 PROMOTERS WHO CLAIM INACCURATELY
THAT BOEING 737 IS AT DISADVANTAGE TO F-28 WITH RESPECT
TO LENGTH OF NEEDED RUNWAY AND ABILITY TO OPERATE ON
UNIMPROVED RUNWAYS.

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PAGE 02 STATE 216272

2. BOEING EMPHASIZES THAT FOR APPROXIMATELY SAME COST:

. 737 IS LARGER;

---B. 737 CAN

TAKE OFF ON SHORTER RUNWAY, HAS LONGER

RANGE, CAN LAND IN SAME DISTANCE AS F-28, WITH SAME LOAD;

---C. 737 HAS "GRAVEL KIT" MODIFICATION ALLOWING OPERATION
ON UNIMPROVED FIELDS.

3. BOEING'S DIRECT COMPARISON BROCHURE BEING POUCHED.

4. ACTION: CIRCULATE BROCHURES TO EMBASSY PERSONNEL FOR
THEIR INFORMATION. WHERE PURCHASES OF THESE AIRCRAFT
ARE BEING CONSIDERED, POSTS SHOULD INFORM DEPT, USDOC, AND
EXIM, WHICH WILL INFORM MANUFACTURERS. KISSINGER
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NNN

Message Attributes

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Disposition Approved on Date:
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Margaret P. Grafeld
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